

Courthouse retrofit to initiate BOOST incentives

Immediately after the Nisqually earthquake shook the Puget Sound region, many businesses and property managers started making plans to repair, remodel and retrofit their buildings to ensure that when the next earthquake strikes – the really big one – they won't sustain major damage.

King County was ahead of the game: Planners were in the contract document stage of a major, voluntary, seismic stabilization plan for the King County Courthouse at the very moment the tremor was shaking loose the clay tile walls of the 12-story, 87-year-old courthouse. The February 28 quake sent a clear message to the planners: "Move faster!"

The seismic retrofit is a \$42 million, multi-faceted project that will take an estimated two years to complete. The County Council has expressed a strong interest in utilizing small business contractors, and the Business Development and Contract Compliance Division has been proactive in its efforts to achieve that objective. The seismic retrofit project will mark the first King County project in which BOOST Program incentives will be made available to prime contractors.

The retrofit

In late 1999, King County began planning for a retrofit project that would improve the safety of the Courthouse and bring the building up to current high-rise code standards. The work statement includes upgrades to sprinklers, fire alarms, exits, stairs,

and HVAC. According to Project Manager David Layton, the basic plan was to bring the building up to code for earthquakes, but in doing so, other building codes come into play that create a cascading list of fire and life-safety issues. "If you meet all the building codes at the time of original construction, you aren't required to upgrade the building each time a code is added or amended," Layton says. "But when you go back in with a major retrofit, you're required to make a number of other upgrades."

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Progressive Partnering: the key to M/WBE growth – and survival

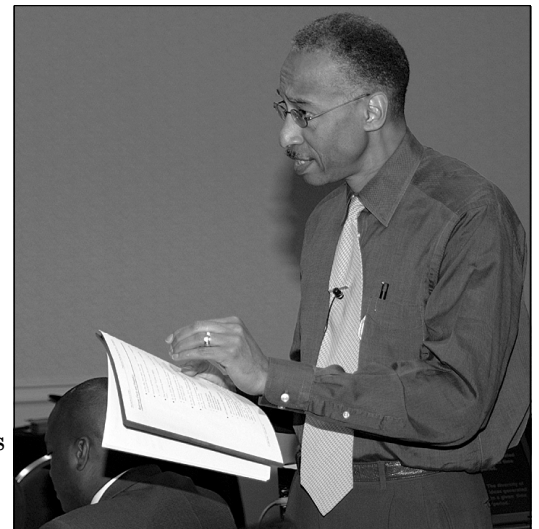
Traditional thinking holds that if an M/WBE develops a solid business competency, it will lead to a successful business practice. Tom Nesby takes that premise one step further: "Unless you leverage that competency to respond to today's trend toward strategic corporate sourcing, you will never see your business significantly grow."

Nesby, President and CEO of Nesby + Associates, explains, "Strategic sourcing makes a lot of sense for large corporations today. The more you can consolidate your company's procurement needs, the more you can – eliminate duplication and redundancy – and cut costs."

"Most large corporations are now bundling contracts," Nesby says, "which involves contracting with one multi-service firm to perform the tasks formerly done by numerous small companies." For example, it's more economical and efficient to hire one firm to handle cleaning, painting, window washing, janitorial, and

general maintenance than to contract each function separately.

It's time, Nesby says, to respond to vendor consolidation with M/WBE consolidation. "Strategic partnering is



Tom Nesby, President and CEO of Nesby + Associates

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Pardon our dust

The seismic retrofit alone is complex and extensive. For example, braces, columns and beams need to be added inside load bearing walls, necessitating the removal and re-installation of many non-load bearing walls.

The enormous cost of relocating the departments and employees currently working in the Courthouse during construction was a convincing argument to perform the work while the building remains occupied. Although work areas will be shifted around during the project, planners will do everything possible to minimize disruption. All work will be performed outside of normal work hours.

The fast track

The recent quake emphasized the urgency of completing seismic upgrades as soon as possible. “We’ve identified two ways to speed up the process,” says Layton. “We’ll start it sooner – in August rather than November – and we’ll find ways to compress the schedule once it starts. We believe we can finish the project eight months earlier than first planned.”

Layton made the decision last spring to go out with an invitation to bid before design was complete, then do a planning phase before construction, enabling the short list of bidders to get an earlier than usual start. Contractors submitted qualifications in early May, even though the project is in document stage until end of July. Qualified bidders will submit their bids in early August.

“We’ll be asking the bidders to suggest ideas for working faster,” says Layton. “One way might be working on weekends. I’m sure they’ll come up with some good ideas.”

Superior Court operations (people who clearly value their sanity) have voluntarily agreed to move court operations out of the building during construction. This will provide greater access to court floors, thereby speeding up construction.

Wanted: small businesses

At the pre-bid proposal conference last April, Sandy Hanks, Assistant Manager of the County’s Business Development and Contract Compliance Division, briefed contractors on the

BOOST program. As part of the planning phase, the Division will again meet with the contractors on the short list to outline the incentives available by involving small economically disadvantaged businesses. “We’re using an integrated team approach to bring our resources together in synergy where the partnerships create a sum greater than the simple addition of the individual parts. We’re using the spirit of inclusion to break new ground,” says Hanks, “and to ensure compliance with County, Affirmative Action, Equal Employment Opportunity and apprenticeship requirements.” The Division is working now with Layton and others to coordinate their efforts and to facilitate document control on this project. In addition, King County’s Small Contractor Bonding Program is working with the team to provide outreach, financial assistance and bonding to qualified small businesses that may need it in order to actively participate on the project.

For more information about King County’s BOOST Program, call 206-684-1330. ♦



Historical, as well as structural, upgrades are included in the retrofit project.



The Nisqually earthquake created this “open-air” look to the Courthouse.

Whitney Hill Bridge: working with Mother Nature

The new Whitney Hill Bridge that replaced the original span last year may have pleased the fish in Newaukum Creek as much as Auburn and Enumclaw commuters.

The original bridge, built in the early 1940s and renovated in the mid 1950s was a relatively short span, about 20-feet. This narrowness caused upstream flooding problems and sediment deposits in the gravel bars both up and downstream. In other words, the old bridge had constricted the water flow and seriously impacted the fish in this Green River tributary.

According to Project Manager Larry Jaramillo, the old bridge was completely torn down and replaced by a new bridge three times its size. The new 60-foot span allows Newaukum Creek to again flow in a 30- to 40-foot path, clearing the way for spawning salmon.

Project design began in 1995 and construction was completed last year. The construction team was very conscious of habitat restoration throughout the project, as it was King County's first bridge replacement project under

the Endangered Species Act. "We conducted extensive studies and did a lot of monitoring throughout the project," Jaramillo says. And we'll continue to monitor for five more years."

To further mitigate potential damage to the resident Chinook salmon and bull trout, workers added boulders and root wads (root balls with partial trunks) to minimize the increased flow of water in places.

Coluccio Construction was the prime contractor. "What made this project difficult was the tight schedule," said Coluccio's John Mark. "It had to be completed by the time the salmon came up the river to spawn."

The new bridge is a girder design made of concrete and steel. The project also included road approach work, since the new bridge is slightly higher than the old one. Although the new span doesn't increase traffic capacity by adding lanes, two six-foot shoulders now safely accommodate pedestrians and bicycles.

The construction necessitated closing the arterial for about five months, but fortunately, a good alternate route was able to handle traffic during the construction. ❖

Emerald City Erectors

Emerald City Erectors is the subcontractor that placed rebar for the Whitney Hill Bridge project. Owned by Sheila Farley, the 18-20 person firm is no newcomer to County projects.

"We've been involved in a number of projects for King County," she says. "Over the years, we've become known in the industry and we've established a trust level. Starting out is definitely not easy. What shines through is service: If you can provide the service, you don't have trouble getting contracts. Your competitors recognize you and so do the contractors."

In the greater scheme of things, the Whitney Hill Bridge project was relatively small. Having no traffic on the site to contend with also made it easier than most.

Emerald City Erectors usually is working about five jobs at a time. "All of our jobs this year were up and running throughout the spring, so we've been very busy," Sheila says. "But here in the Northwest, the mild weather makes it pretty easy to do our work."

The Whitney Bridge replacement project wasn't the first time that Emerald City Erectors had to schedule around Mother Nature. "We did the rebar work on the Terminal 91 and Terminal 5 expansions for the Port of Seattle, and the environment totally drove those jobs," Sheila says. "To

minimize the chances of disrupting the fish or damaging the ecosystem, the Department of Ecology gave us a window of only eight weeks to drive the pilings and place the rebar. We really had to work as a team, go in, do the work, and get out."

Sheila didn't grow up with the goal of owning a rebar company. After earning an education degree, she taught high school marketing for several years – until her father begged her to come and work for him in the family steel fabrication business. "He wanted to retire," says Sheila, "and shortly afterwards he did. I sold the business soon after that, but started my own business, this time in rebar, a year and a half later." That was 1993. Sheila says the experience she gained running the fabrication end of things gave her invaluable experience. "I did take-offs, estimates and bar inputs on what needed to be bent and cut. That really helped."



Sheila Farley knows rebar.

Sheila enjoys the work, even the long hours, and particularly enjoys the people in the business. Her employees are union, and she works actively with apprenticeship programs to encourage people to enter the trades. She likes having a say in what the newcomers are taught and providing input on what they need to know before they get into the field. "That way, I really know what I'm getting before I send someone out on a job," she says. "It's a real advantage." ❖

Progressive Partnering: the key to M/WBE growth – and survival

the only way M/WBEs can get the first tier contracts.”

Take, for example, the case of a successful East Coast M/WBE office supply company that had a contract with a large utility for the past three years. The firm’s contracts with the utility ranged between \$300- and \$400,000 – up until last year. Then the utility formed a procurement consortium with other large and smaller state utilities. The office supply business opportunity grew from a \$400,000 buy to a \$30 million buy. Now, large corporations such as Office Depot and Staples are bidding on this opportunity. The M/WBE firm simply was unable to compete on its own. Nesby introduced the concept of partnering with other M/WBEs, and collectively, they could compete successfully with Staples and Office Depot.

“Most large companies realize the benefits of including M/WBEs in their supply chain,” says Nesby. “We’re just trying to make it easier for them to do that.”

Nesby + Associates’ three-day practicum, “Progressive Partnering for Success,” has drawn rave reviews – and solid, quantifiable results – from M/WBEs across the country. “This is not a workshop,” says Nesby, “but a practicum, where participants roll up their sleeves and work through the issues and barriers of connecting with each other and with larger corporations.”

A key element of the practicum is an analysis of different types of business arrangements. Nesby outlines a business case for each kind of partnership, from mergers, acquisitions, joint ventures, virtual corporations, sub-contracting, and second- and third-tier arrangements. “We study each relationship from the standpoint of tax liability and cash flow, and determine what will best serve the M/WBE – and the customer,” says Nesby. There’s synergy in forming partnerships, says Nesby. “When you join forces with another company, on average you will get six times larger.”

Additional sessions take participants through the actual nuts and bolts of partnering: contractual language, researching each company’s strengths,

shortcomings, values and benefits. Nesby, along with his team of business experts, conduct the practicum, exploring all aspects of the financial structures involved in partnering, as well as the psychology. “Positive change can force some difficult decisions,” Nesby says.

The practicum also includes post-program consultation, and often Nesby serves as a matchmaker, using his vast national network to introduce and connect M/WBE firms to one another.

Nesby + Associates also works with newly partnered companies to position their new image, maximize branding opportunities, and establish leadership styles and philosophies.

Tom Nesby has been consulting for 23 years and has watched his own

awareness and improve communications, public relations and customer relations, Nesby + Associates now encompasses strategic marketing and sales, and supplier diversity in



Nesby leads practicum session.

“Most large companies realize the benefits of including M/WBEs in their supply chain,” says Nesby. “We’re just trying to make it easier for them to do that.”

business grow – and thrive – into a nationally recognized consulting firm with offices in Washington, Pennsylvania and New Jersey. His own core competencies have evolved as the business environment has changed. Established as a resource for corporations to enhance diversity

procurement. “When we show potential clients the demographics of their end-users, or customers, they realize the need to shift business practices to maintain market share. And we can show them how to do that.”

“It’s all about raising the competitive advantage,” Nesby says. “I want M/WBEs to think past ‘having a job’ to ‘creating wealth.’”

“What would you rather have?” he asks, “100 percent ownership of a grape or 20 percent ownership of a watermelon?” If you want to gain wealth, he says, you have to share it.

That’s quite a global statement from a man who started out earning \$10,600 a year working out of his basement, using an ironing board for a desk.

For more information about Nesby’s “Progressive Partnering for Success” practicum, visit www.nesby.com or contact him at 425-277-7830 or nesby@halcyon.com. ♦

Bonding Program helps qualify firms to compete for upcoming contracts

DevCorp, the consulting firm that manages the Small Contractor Bonding and Financial Assistance Program for King County's Business Development and Contract Compliance Office, hosted an event in May to introduce local small contractors to the program.

DevCorp specializes in bonding and financial assistance to small construction firms to achieve these objectives on a local level:

- Assure small local business participation in major public works projects
- Make certain that this participation is productive and successful

- Provide a foundation for the ongoing success of small local contractors
- Enhance local economic development

DevCorp is providing bonding and financial assistance to technically qualify a pool of firms to compete for billions of dollars in construction projects over the next two years. DevCorp's Local Contractor Development Program (LCDP) enables it to form strategic alliances with entities such as the Contractors Resource Center (CRC) to meet the demand for qualified sub-contractors to participate on these major projects.

Louis P. Cooper Jr. is the Program Director. For more information, call 206-684-6781. ❖

Novelty Bridge project wins prestigious awards

King County's Novelty Bridge replacement project has received impressive recognition from the civil engineering community: the 2001 Partnership in Quality Transportation (PQT) Achievement Award by the Washington State Department of Transportation, an Honor Award from the Seattle Section of the American Society of Civil Engineers (ASCE), and an award to prime contractor Wilder Construction from the Associated General Contractors in the category of Heavy/Highway/Utility (\$5-\$10 Million) projects. The project also is in contention to receive the ASCE Outstanding Transportation Project of the Year designation, the 2001 Prize Bridge Competition of the American Institute of Steel Construction (AISC), and the WSDOT Northwest Region 2001 Project Excellence Award.

Parsons Brinckerhoff Quade and Douglas, Inc. (PB) was the design consultant; many M/WBEs participated as subs, including **HWA Geosciences, Lin & Associates, ETCO, Taylor & Associates, Don Shimono & Associates, TC2 Data Collection, and Sheldon & Associates.** Included on the team of subs to Wilder Construction were **J&S Construction, Inc., Theriault Industries, Inc., Guyline Construction, Inc., Peterson Bros., Inc., and Terra Dynamics.**

Although the construction phase was post I-200, the project was funded by a federal grant; Wilder Construction set aside 10 percent of the contract total

for Disadvantaged Business Enterprise goals.

The project, completed last fall on-time and within budget, met its M/WBE goals.

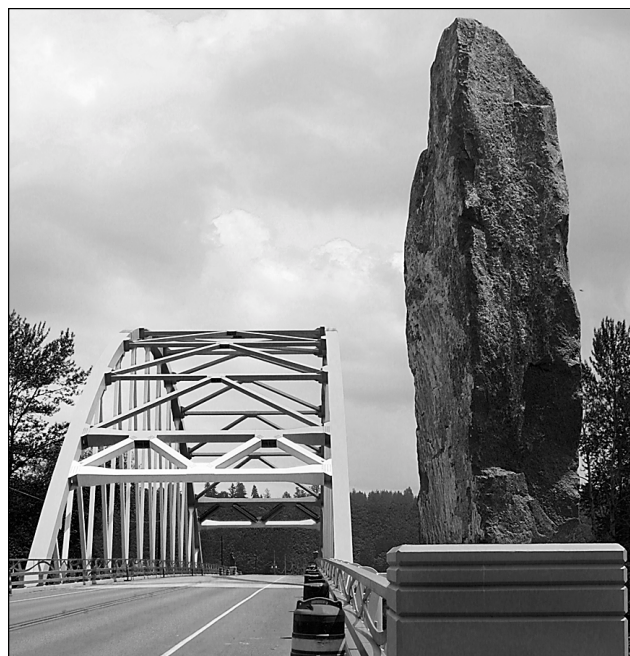
Novelty Bridge, profiled in the Spring 2000 issue of *The Focus*, strikes a balance between the often conflicting requirements for historic and environmental sensitivity, aesthetics, technical performance, construction impacts and project costs.

The PQT judges cited the bridge's "unique incorporation of artistic elements into the design," reflecting the first King County bridge project ever with an artist, Carolyn Law, as a member of the design team. Law worked closely with Snoqualmie Valley residents, the structural design consultant and the County's project management team, ultimately including a wave shaped railing and a color scheme for the steel elements that heightens the traveler's awareness of the transition across the bridge: cool colors lead into the valley and warm colors lead toward the city. Handsome granite columns at each corner of the bridge present a gateway and complete the artistic treatment.

Beyond aesthetics, the tied arch

design has a V-hanger arrangement that minimizes vibrations – critical for a bridge with bicycle and pedestrian access. Additionally, the design incorporates special devices to withstand motion from earthquakes. Large woody debris and high quality soils were reused on site to enhance the environmental quality of the riparian area along the Snoqualmie River.

The award-winning work of the entire project design and construction



Novelty Bridge.

team has resulted in a bridge with unique character that is destined to become a landmark in the Snoqualmie Valley. ❖

Wells Fargo: loan programs for M/WBEs

In 1869, Wells Fargo helped incorporate the Women's Co-operative Printing Union, beginning a long history of pioneering and supporting financial opportunities for women in business. Today, its Women's Loan Program is one of the most flexible and convenient financing tools available, and has been so successful that Wells Fargo initiated a Latino Loan Program in 1997 and an African American Loan Program in 1998.

In 1995, recognizing the importance of equal access to capital for women business owners, Wells Fargo formed an alliance with the National Association of Women Business Owners (NAWBO) to launch the Wells Fargo Women's Loan Program. The original goal of the program was to lend \$1 billion to women entrepreneurs over a three-year period. The response was overwhelming: Wells Fargo lent \$1 billion in the first year alone! This success led the bank to raise the bar in 1996 to a goal of \$10 billion over ten years. To date, the Women's Loan Program has lent more than \$8.5 billion to more than 227,000 women business owners nationwide.

"We're working hard to better understand the women-owned business market," says Bob Byrne, Washington Region President, "and we clearly recognize that women-owned businesses are shaping that market. That's why we've used our research and the corresponding publicity that it brings to build awareness of access to capital for women-owned businesses."

The Wells Fargo Women's Loan Program offers qualified business owners an unsecured line of credit up to \$100,000 that can be drawn as needed – by check, phone, ATM or MasterCard – 24 hours a day, 7 days a week. To qualify, you need to have been in business at least three years, or an equivalent period of related business, and your business must be profitable. You must already have an established business bank account, good credit history, and not have declared bankruptcy within the past 10 years.

For more information about how Wells Fargo can help your business succeed, call 1-800-35-WELLS, x120 or visit www.wellsfargo.com. For more information on NAWBO, visit www.nawbo.org. ❖

TEAMing up for success

A program begun last year at the Small Business Development Center (SBDC) at South Seattle Community College is expanding the services available to DBE contractors who wish to participate in a broader scope of transportation related contracts. The Transportation Equity Act Model, or TEAM project, is a 10-state USDOT program being administered through the SBDC. It offers technical assistance to DBEs interested or involved in contracts with USDOT programs such as the Regional Transportation Authority's (RTA) Sound Transit project or Portland's similar Tri-Met project.

The TEAM project assists contractors in getting information on jobs being let, as well as offering classes and workshops that cover subjects from bonding to construction management, financial projections, costing, licensing and negotiations.

One-on-one consultation is also available.

"TEAM includes a short term loan and bonding program for USDOT programs that is a major expansion of the WSDOT support services we've been offering for almost 10 years," reports Project Manager Mary Brown Mason. "The TEAM project enables us to help contractors put together bonding and loan packages, improve their construction management skills, and demystify all aspects of running a construction business. This is the kind of management consultation that few small companies can afford – and it's all free," says Mason, adding "The TEAM project enhances what we've already been doing with WSDOT Support Services: working with contractors, consultants and suppliers who are bidding transportation related work." In other words, the playing field is now larger.

Mary Brown Mason is uniquely equipped to head up the WSDOT Small Business Development Center. A banker for 15 years, she then worked as comptroller for a major contractor. She's seen both sides of loans and bonding, and understands the process from both perspectives.

The TEAM project helps existing contractors as well as new ones. "You can't run until you have walked through the process," she says. "Contracting is risky business and bankers see it as that. Our role is to be the 'contractors' college' that supports them from beginning to end to make their work profitable. And we will continue to be their advocate."

Currently WSDOT Support Services assist about 500 contractors every year. For more information about the TEAM project, call Mary Brown Mason, 206-768-6856. ❖

Web resources for small businesses

The Internet is full of great websites to help small businesses. If you have a favorite, let us know! This site comes courtesy of Corey Hansen at the Small Business Resource Center at South Seattle Community College: insightexpress.com/

Market Research – that stuff you know you should do but you get too busy building your business and besides, you know what your clients/customers want, so why bother? Right?

The answer is because sometimes you are wrong, no matter how good you are, and when you are wrong about your customers on something

important it can cost you everything you have.

The InsightExpress website is quick, relatively easy, and the cost is reasonable. According to the site itself, “InsightExpress enables anyone with an innovative idea, a credit card and a computer to test the consumer waters – immediately. InsightExpress provides users in companies of all sizes with targeted consumers, customers and employees.” Basically, clients create a custom web survey to conduct market research. InsightExpress collects information on their behalf.

Consider: If you can’t afford the cost of research, maybe you can’t afford to take the risk associated with your

business venture? The consequences of being uninformed can be devastating.

Also consider: Even the best research simply minimizes the risk. ❖

(Neither Corey Hansen nor *The Focus* endorses any products or services, but we offer you this information as a possible resource for your business.)

The Focus: Reader Survey

We want *The Focus* to be an interesting and valuable tool that supports your business. Your opinions are important – please take a few minutes to complete this survey and return it to us by mail or fax. If you would like this survey sent to you via e-mail, send your request to mary.rainey@metrokc.gov. Your feedback will help *The Focus* serve you better.

Thank you!

STORIES:

Please check the kinds of stories you enjoy or would like to see in *The Focus*:

- ☐ Profiles of projects that have involved M/WBEs as primes or subs.
- ☐ Profiles of M/WBEs.
- ☐ Information about community resources available to M/WBEs.
- ☐ Websites designed to help small businesses.
- ☐ Information about King County’s contracting process.
- ☐ General business tips.

BULLETIN BOARD:

- ☐ Class listings from local community and technical colleges.
- ☐ Workshops and seminars.
- ☐ County/City/Statewide events of interest to small business owners.
- ☐ Non-business oriented events targeted to women or minorities.

UPCOMING CONTRACTS:

Yes No

- ☐ ☐ Do you refer to the upcoming contract listings?
- ☐ ☐ Is the format clear and understandable?
- ☐ ☐ Are contract descriptions adequate?
- ☐ ☐ Is *The Focus* your sole source of King County contract information?

Where else do you get information on King County contracts? _____

What else would you like to see in *The Focus*? _____

How can we improve *The Focus*? _____

County does Virginia V restoration

It's not often that the Road Services Division of the King County Department of Transportation gets to look past asphalt and traffic signals – and gaze out to sea. But as the contracting agency for the restoration of the historic steamer, Virginia V, the Roads Services Division has gone nautical.

The Virginia V, the last of the Puget Sound Mosquito Fleet, has been a Lake Union Landmark for decades. After a four-year, \$3.3 million restoration project, the Virginia V will again rule our inland waterways for decades to come.

The ship is owned by the non-profit Virginia V Historical Foundation. Over the past five years, Foundation volunteers have raised more than \$2 million in state and local grants – including a preservation grant through King County Cultural Resources – and more than 1,000 individual donations. In 1998, private donations tapered off and the Foundation began to drift into debt. A \$1 million federal grant saved the day. This money represents part of Washington state's share of the federal Transportation Enhancement Program which provides money for historic preservation and other special transportation projects.

Federal preservation grants are administered through the Washington State Department of Transportation, and because of WS-DOT's close working relationship with King County's Road Services Division, the latter was selected to be the contracting agency.

Restoration of the 125-foot steamer focused on replacing the boiler and replacing most of the wood above the main deck, according to Project Manager Lance Hulin. The county's role was to buy the lumber and boiler and manage the shipyard contract.



Workers replace the original deck with special plans made of old growth timber.



That sounds simple enough. But “the preservation grant stipulates that the old grown wood used on the original ship must be replaced with similar wood,” says Hulin. “The first time we put the wood out to bid, we had no takers because it’s so scarce. We ended up purchasing most of the old growth timber from Canada. On the wood that had to be fresh-cut, we had to witness the actual tree harvest and removal from the forest floor, and make sure each was branded with a serial number indicating where and when it was cut.” Hulin adds that he had to obtain a waiver from the Department of the Interior

to use a wood called Silver Bali or Alaska Yellow Cedar that is more readily available.

King County also was responsible for overseeing construction inspections and administering funds.

The Virginia V has long been a mainstay for local wedding receptions, graduation parties, company outings, and tours. Built in 1922 in Kitsap County, the ship was used to transport passengers and cargo throughout Puget Sound. In time, highways and ferries replaced the Mosquito Fleet steamers, and the Virginia V became a tourist attraction. It eventually was declared a national historic landmark. ❖

Latino small business is booming

Latino-owned small businesses are the fastest-growing demographic group in the minority-owned small business sector, according to a study by the National Association of Women Business Owners (NAWBO) and Wells Fargo. Between 1987 and 1996 (the latest years data has been available for analysis), Latinabusinesses boomed with a 534 percent increase in sales, compared to a 120 percent increase for all small businesses.

Women aren't the only ones enjoying record growth. Overall, the number of Hispanic/Latino-owned

businesses nationwide grew 23 percent each year in the decade 1987-1997 to 1.4 million, according to a study by the Milken Institute and the U.S. Department of Commerce Minority Business Development Agency. During that period, sales for Latino businesses grew by 42 percent per year, compared with 13 percent for all businesses and 34 percent for minority-owned businesses. The reasons given for this extraordinary growth include a strong economy, accessible capital and strong entrepreneurial spirit. ❖

Upcoming Contracts

The following list presents available information on contracts King County expects to advertise over the next several months.

Because scope of work or estimated value may change by the time contracts go out for bid or proposal, King County provides three ways for you to keep up to date on goods and

services currently being advertised:

- **PRINT:** See the *Seattle Daily Journal of Commerce*, Thursday's *Seattle Times* or minority-owned publications.
- **PHONE:** Call the County's 24-hour contract information lines.
- **INTERNET:** Access King County's home page.

M/WBE compliance specialists can provide general information about contracts in their specialties and may be able to refer you to project staff for technical information. Details about road, bridge and transit construction projects are available on the Internet at www.metrokc.gov/kcdot/dot98con.htm.

See the last page for county telephone numbers and the home page address

Consulting	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Roads	SE Petrovitsky (CIP 400697)	\$300,000	3rd qtr. 01	Alexander
	Sikes Lake Trestle (CIP C72409)	\$150,000	3rd qtr. 01	Alexander
	Traffic Control Center (CIP 101496)	\$500,000	3rd qtr. 01	Alexander
	154th Ave SE @ SE 296th St (CIP 401197)	\$250,000	3rd qtr. 01	Alexander
	Sahalee Way NE (CIP 200997)	\$500,000	3rd qtr. 01	Alexander
	NE 124th St - ITS (CIP 101496)	\$1,000,000	3rd qtr. 01	Alexander
	116th Ave SE @ SE 208th St. (CIP 400800)	\$150,000	3rd qtr. 01	Alexander
	S 120th St (CIP 300400)	\$800,000	4th qtr. 01	Alexander
	140th Ave SE (CIP 401195)	\$9,000,000	4th qtr. 01	Alexander
	SPAR - North Link (CIP 101289)	\$10,000,000	4th qtr. 01	Alexander
	Preston Bridge #682A (CIP 200397)	\$700,000	4th qtr. 01	Alexander
	NE 124th - Phase 1b (CIP 100389)	\$1,000,00	4th qtr. 01	Alexander
	Woodinville - Duvall @ W Snoqualmie (CIP 200599)	\$600,000	4th qtr. 01	Alexander
	Preston Fall City Rd (CIP 200698)	\$175,000	4th qtr. 01	Alexander
Solid Waste	Hazardous Materials Lockers. Procure lockers to collect household hazardous wastes at a King County transfer station.	\$60,000	3rd qtr. 01	Forgie
	Hazardous Material Locker Installation. Install locker at King County transfer station, including drainage, minor paving, retractable awnings, and electrical.	\$35,000	3rd qtr. 01	Forgie
	Special Recycling Events. Manage recycling events throughout King County, including hauling of collected materials and collecting fees	\$175-200,000 (Year 1) renewable	4th qtr. 01	Forgie
	"Recycling Works" Newsletter. Provide mail house services.	\$15,000	4th qtr. 01	Forgie
	Food Waste Collection. Perform economic analysis of options for increasing collection of food waste for recycling	\$60,000	3rd qtr. 01	Forgie
	Compost Marketing & Promotion. Assist in collaboration with landscaper industry and retail outlets to disseminate information about soil benefits of compost and compost amendment techniques in landscapes.	\$50,000	4th qtr. 01	Forgie

Continued on next page

	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Solid Waste	Grasscycling. Plan and implement a discounted mulching mower sales event in conjunction with other agency partners.	\$100,000	3rd qtr. 01	Forgie
	Cedar Hills Facility Improvements, Phase II. New truck drivers' shop employee lunchroom, office administration building, scales and scale house, facility and operators' crew building, and shop maintenance administration building. (CIP 013005)	\$3,000,000	1st qtr. 02	Forgie
	Houghton Transfer Station Safety Improvements. Upgrade recycling area and perimeter fence; enclose tipping floor west wall for noise mitigation; site access control; expand loaded trailer parking with wet well relocation; widen tunnel approach road. (CIP 013020)	\$800,000	2nd qtr. 02	Forgie
	Bow Lake Transfer Station Safety Improvements. Upgrade trailer loading chute, spare equipment parking pad, operations building air conditioning/ventilation, unisex restroom/locker room, yard hydrants, standby electrical power, and new scale facility. (CIP 013040)	\$1,000,000	1st qtr. 02	Forgie
	Bow Lake FMP Implementation (CIP 013087)	\$1,000,000	4th qtr. 01	Forgie
	Cedar Hills Area 6 Development. Design, construction services, preparation of a hydrogeologic report, and operations and maintenance report. (CIP 013331)	\$15,200,000	1st qtr. 02	Forgie
	Cedar Hills Surface Water Improvements. Evaluate quality management facilities, prepare a site-wide Endangered Species Act (ESA) Inventory and Biological Assessment, predesign and design modifications to existing quality management facilities or new facilities, construction and construction management. Design and build conveyance facilities to divert potentially contaminated water from the South Stormwater Lagoon to reduce leachate management costs. (CIP 013333)	\$1,259,000	2nd qtr. 02	Forgie
	Enumclaw Transfer Station Roof Repair. Patch roof and install gutters on the recycling canopy roof. (CIP CMPP08)	\$5,000	3rd qtr. 01	Forgie
	Factoria Transfer Station Scalehouse. Replace existing scalehouse with updated amenities. (CIP CMPQ08)	\$150,000	3rd qtr. 01	Forgie
	Factoria Transfer Station Electrical Hose Reel (CIP CMPQ36)	\$10,000	3rd qtr. 01	Forgie
	Algona Sewer Modification To meet the new policy regarding discharge of contaminated industrial stormwater into the sanitary sewer modifications, to the existing systems (both sanitary sewer and storm drainage) are needed. CMPN20	\$80,000	4th qtr. 01	Forgie
	Algona Transfer Station Electrical Hose Reel (CIP CMPN36)	\$10,000	3rd qtr. 01	Forgie
	Bow Lake Transfer Station. Pressure-wash and paint walls. (CIP CMPW09)	\$30,000	2nd qtr. 02	Forgie
	Bow Lake Transfer Station Electrical Hose Reel (CIP CMPW36)	\$10,000	3rd qtr. 01	Forgie
	1st NE Transfer Station Electrical Hose Reel (CIP CMPR36)	\$10,000	3rd qtr. 01	Forgie
	Houghton Transfer Station Electrical Hose Reel (CIP CMPS36)	\$10,000	3rd qtr. 01	Forgie
	Renton Transfer Station Electrical Hose Reel (CIP CMPT36)	\$10,000	3rd qtr. 01	Forgie
Wastewater Treatment	Richmond Beach Pump Station. Slope Stabilization.	\$175,000	4th qtr. 01	Winston
	Odor Control Unit Upgrade & Vent. (CIP C93079C)	\$200,000	3rd qtr. 01	Winston
	Kenmore Pump Station Seal Water. (CIP C93043C)	\$160,000	3rd qtr. 01	Winston

Continued on next page

	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Wastewater Treatment	Carbon Tower at Medina.	\$80,000	3rd qtr. 01	Winston
	West Point Instrument Air Compressor.	\$145,000	3rd qtr. 01	Winston
	West Point Primary Structure Enhancements. (CIP C03006C)	\$400,000	3rd qtr. 01	Winston
	Sweylocken – FM Discharge Odor Control. (CIP C93068C)	\$530,000	3rd qtr. 01	Winston
	Brick Sewer Rehab.	\$300,000	3rd qtr. 01	Winston
	North Creek Storage. (CIP C13008C)	\$25,000,000	3rd qtr. 01	Winston
	West Point Elect. Backup system improvements.	\$500,000	4th qtr. 01	Winston
	West Point, Digester HVAC Modifications. (CIP C03037C)	\$500,000	3rd qtr. 01	Winston
	S. Henderson St. Pump Station Upgrade. (CIP C93006C)	\$3,600,000	3rd qtr. 01	Winston
	Jameson Facility, weld shop.	\$300,000	3rd qtr. 01	Winston
	West Point Electrical & Backup System Improvements.	\$516,000	3rd qtr. 01	Winston
	South Lake Union Pipelines (C93010C) \$8.5 M	\$8,500,000	3rd qtr. 01	Winston
	Elliot West SCO Control Facility (C93002C)	\$22,000,000	4th qtr. 01	Winston
	East Offsite Pump Replacements	\$550,000	4th qtr. 01	Winston
	Access Ladder Upgrades	\$150,000	3rd qtr. 01	Winston
	Mechanical – Work Order	\$400,000	3rd qtr. 01	Winston
	Civil – Work Order	\$400,000	3rd qtr. 01	Winston
	Electrical – Work Order	\$400,000	3rd qtr. 01	Winston
	Vibration Monitors Replacement – Lake Ballinger and Richmond Beach Pump Stations.	\$125,000	3rd qtr. 01	Winston
	Alki Roof Replacement.	\$200,000	3rd qtr. 01	Winston
Engineering	West Point Treatment Plant: Replace and Rebuild Valves on OGADS, Trains 1 & 2	\$400,000	3rd qtr. 01	Winston
	Bellevue Pump Station Upgrade.	TBD	3rd qtr. 01	Winston
	Pump Station Electrical and Instrumentation Upgrade.	\$400,000	3rd qtr. 01	Winston
	Mechanical – Work Order	\$400,000	4th qtr. 01	Winston
	Electrical – Work Order	\$400,000	4th qtr. 01	Winston
	Matthews Park Pump Station Rehabilitation	\$1,500,000	3rd qtr. 01	Winston
Design	Cedar Hills Facility Master Plan	\$60,000	3rd qtr. 01	Lee
Construction	Skykomish Basketball Court	\$300,000	3rd qtr. 01	Lee
	Cougar Mountain Parking and Road Construction	\$1,324,320	3rd qtr. 01	Lee
	Regional Justice Center: Intensive Rehabilitation Program	\$900,975	4th qtr. 01	Lee
	King County Jail: Remodel reception area	\$100,000	3rd qtr. 01	Lee
	King County Jail: Remodel electronic security and Med/Psych	\$7,200,000	3rd qtr. 01	Lee

Continued on next page

	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Construction	Cedar River Trail Paving	\$200,000	3rd qtr. 01	Lee
	King County Parks Bridge and Trail Repairs	\$287,237	3rd qtr. 01	Lee
	Medical Examiner's Roof at Harborview		3rd qtr. 01	Lee
Transit	General Architectural/Engineering Services Work	\$1,000,000	4th qtr. 01	Winston
	North Base Quiet Room	\$40,000		Winston
	NB PCCP Panel Replacement	\$117,000	3rd qtr. 01	Winston
	AB/EB/RB/SB Parts Cleaner Cranes	\$160,000	3rd qtr. 01	Winston
	Pacific Highway South P&R	\$11,120,000	4th qtr. 01	Winston
	EB Upholstery Shop HVAC Addition	\$47,000	4th qtr. 01	Winston

2000 ordinance expands use of Small Works Roster, increases small business participation

Until last year, King County could solicit bids on small construction projects using a roster process only on projects valued at \$100,000 or less. For any project valued more than that, state law mandated that the County use the advertised, sealed-bid method. When the state statute governing small works procurement was amended, it increased the dollar value to \$200,000. The amendment also slightly changed the notification requirements.

Last fall, King County adopted an ordinance incorporating these changes. While the County's process for small works projects valued at \$100,000 or less remains the same, the County also may use the small works procurement method

for projects valued up to \$200,000. In such instances, if the County solicits fewer than all of the contractors on the particular discipline list, it will notify the other contractors that it is soliciting for a particular project but that they were not in the rotation. Such notification may be by mail, fax or by publication.

"Using the small works roster for more contracts will reduce the cost of soliciting bids for smaller construction contracts," said Kendall Moore, Supervisor of the Professional and Construction Services Section (PCSS) of the County's Procurement and Contract Services Division (PCSD). "At the same time, the use of small firms to do this work hopefully will increase." ❖

Bulletin board:

These organizations regularly list their training opportunities in Bulletin Board:

- ☆ Associated Builders & Contractors (ABC) – 425-646-8000
- ☆ Bellevue Community College (BCC) – 425-643-2888
- ☆ Child Care Resources (CCR) – 253-852-1908 x200
- ☆ Electronic Commerce Resource Center (ECRC) – 1-800-478-3933
- ☆ Internal Revenue Service (IRS) – 206-220-5776
- ☆ King County (KC) – 206-205-0713
- ☆ Renton Technical College (RTC) – 425-235-2352
- ☆ SBA Business Enterprise Center (SBA) – 206-553-7320
- ☆ Seattle Central Community College (SCCC) – 206-587-5448
- ☆ Seattle Women's Network for Entrepreneurial Training (WNET) – 206-553-7315
- ☆ Service Corps of Retired Executives (SCORE) – 206-553-7320
- ☆ Shoreline Community College (SCC) – 206-546-4562
- ☆ South Seattle Community College (SSCC) – 206-764-5339
- ☆ Tacoma WNET – 253-591-7026
- ☆ Women's Business Center at Community Capital Development – 206-325-9458

Mark your calendar!

WASHINGTON SMALL BUSINESS FAIR

Saturday, September 8, 8:30 a.m. - 3:30 p.m.
Renton Technical College
3000 NE Fourth Street, Renton

If you're starting or expanding a business or looking for tips on how to succeed, don't miss this free event.

- ☆ Get advice from representatives of more than 50 business and trade associations, local chambers of commerce and government agencies.
- ☆ Attend seminars on financing, marketing, business planning – and more.
- ☆ Talk with and learn from successful small business owners.

For more information call (206) 220-5776 or visit www.bizfair.org

Seattle Women's Network for Entrepreneurial Training (WNET)

Business Enterprise Center, Sixth and University (1200 6th Avenue), Seattle.

To register: contact Carol at 206-553-7315 or carol.andersen@sba.gov.

7:30-10:30 a.m. ♦ \$15 (\$20 at the door)

- ☆ Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance.

Building & Marketing Your Service Business: Selling the Intangible

July 13

E-Business Essentials

August 10

Successful Business Financing Options

September 14

Get the Edge on Legal Issues

October 12

Eastside Women's Breakfast Roundtables

Time: 7:30-9:30 a.m.

Location: Crab Cracker Restaurant, Kirkland

Cost \$18.00 (\$15 for Chamber members)

For more information, visit www.sba.gov/seattle/seawnet.html

Getting Your Product to Market

September 21

TACOMA WOMEN'S NETWORK FOR ENTREPRENEURIAL TRAINING (WNET)

The WNET Roundtable is a mentoring and support group for women business owners or those contemplating business ownership. The Thursday breakfast sessions allow you to tap into knowledge, experience and support you need to help you and your business grow and prosper.

Bates Technical College
1101 South Yakima Avenue, Tacoma

\$12 preregister ♦ \$15 at the door ♦ 7:30-9:30 a.m.
For more information, call 253-591-7026

Trade secrets of importing and exporting

July 19

Learn how to establish an overseas market presence. Assess interest in your product and find customers; learn market research techniques and how to enter the fascinating field of international trade.

Make the government your next target market

September 20

Every year the federal government spends billions of dollars purchasing goods and services. Local experts will share information about city, state, county and federal programs that could become your next big contract.

BEGINNING BUSINESS WORKSHOP

August 23, September 27, 7:30 a.m.-4 p.m. \$25

An all day workshop for those thinking about starting a business. Regulations, taxes, insurance, financing, legal issues, planning, marketing and local resources.

Continued on next page

SMALL BUSINESS WORKSHOPS

Sponsored by the Service Corps of Retired Executives (SCORE) and the U.S. Small Business Administration (SBA). Visit www.seattlescore.org and www.sba.gov/seattle/seawnet.html

8:15 a.m.-4 p.m.
1200 Sixth Avenue (Sixth and University), Suite 1700.
\$50 pre-register / \$60 at the door, includes lunch (all five classes, \$189; any three, \$129)
To register, call 206-553-7320.

Starting a New Business

July 11 ♦ August 1 ♦ September 5 ♦ October 3

E-Business

July 12 ♦ August 2 ♦ September 6 ♦ October 4

Building A Business Plan

July 19 ♦ August 16 ♦ September 13 ♦ October 17

Marketing and Sales for Small Businesses

August 22 ♦ October 2

Money, How to Raise It and How to Use It

July 25 ♦ September 19

CERTIFICATION WORKSHOPS

Certification provides unique bidding and contracting opportunities for minority and women-owned businesses. Applications will be provided. Presented by the USDOT-Western TEAM Program of South Seattle Community College.

10 a.m.-noon. Free.
SSCC Duwamish Branch, 6770 East Marginal Way S., Seattle, Building A

Pre-registration is required. Call 206-764-5375.

July 25 ♦ August 29 ♦ September 26 ♦ October 24

ASSOCIATED BUILDERS & CONTRACTORS (ABC)

Ongoing networking events and classes. Call 425-646-8000 or visit www.abctestwa.org/calendar.html for information and directions.

Breakfast Round Tables

Thursdays ♦ 7:30-9 a.m.
\$16 includes class and breakfast.

North End: Call for location.

September 20 – Contract Administration

October 18 – Marketing for the Construction Industry

South End: LaQuinta Inn, Tacoma

September 13 – Contract Administration

October 11 – Marketing for the Construction Industry

Safety Seminars

July 12 – Foreman's Hazardous Recognition Training
1-5 p.m. ♦ La Quinta Inn, Tacoma

July 17 – Confined Space
1-5 p.m. ♦ Simpson Strong Tie, Kent

July 21 – CPR/First Aid
8 a.m.-5 p.m. ♦ CITC, Bellevue

September 18 – Trenching & Excavating
1-5 p.m. ♦ CITC, Bellevue

September 20 – Fall Protection
1-5 p.m. ♦ La Quinta Inn, Tacoma

September 22 – CPR/First Aid
8:30 a.m.-5 p.m. ♦ PLU, Tacoma

October 12 – Trench Rescue
8 a.m.-5 p.m. ♦ Hillman Training Center

October 16 – Electrical Safety
1-4 p.m. ♦ Simpson Strong Tie, Kent

October 25 – Scaffold User Training
1-5 p.m. ♦ CITC, Bellevue

Workers Comp Workshops

September 5 – The Claims Process
7:30-9 a.m. ♦ WestCoast Bellevue Hotel

September 13 – Return to Work Partnering
1-4 p.m. ♦ CITC, Bellevue

October 3 – Company Safety Committee
7:30-9 a.m. ♦ WestCoast Bellevue Hotel

Management Seminars

At CITC, Bellevue:

September 19 – Human Resources Seminar
1-4 p.m.

October 4 & 5 – Journey to Leadership
Thursday, 9 a.m.-5 p.m.; Friday, 8 a.m.-4 p.m.

WOMEN'S BUSINESS CENTER AT COMMUNITY CAPITAL DEVELOPMENT

1437 S. Jackson Street (at 16th Avenue)

To register for classes, call 206-325-9458

Women's Business Center Orientation

2nd Tuesday of each month, 9 a.m.
4th Thursday of each month, 6 p.m.

Learn how to get help with writing a business plan, analyzing new ideas, developing marketing strategies, creating financial statements, preparing loan applications and contacting mentors. Free.

SOUTH SEATTLE COMMUNITY COLLEGE (SSCC)

SMALL BUSINESS DEVELOPMENT CENTER (SBDC)

Improve your profitability and stimulate economic growth with a variety of classes, short-term training opportunities and one-on-one consultation for small business owners and entrepreneurs. Technical assistance addresses critical issues impacting operational efficiency, business planning, marketing research, organization and structure, accounting and finance, and purchase or sale of a business. SBDC programs are designed for both business start-ups and established small businesses to help them develop the skills required to successfully compete in a global economy. For more information, call 206-768-6855.

COMMUNITY COLLEGE CLASSES & EVENTS

SHORELINE COMMUNITY COLLEGE

For more information or to register, please call 206-546-4562.

Saturday, July 14 ♦ 9 a.m.-1 p.m.
Quicklearn keyboarding ♦ \$79

Saturday, July 28 ♦ 9 a.m.-4 p.m.
Intro to PC ♦ \$105

Saturday, August 4 ♦ 9 a.m.-2 p.m.
How to start and operate a home-based business ♦ \$49

Online Classes beginning July 11:
Business communication using e-mail ♦ \$48
Intro to Quickbooks ♦ \$68

RENTON TECHNICAL COLLEGE (RTC)

For more information or to register, please call 425-235-2352

How to start and run your own business with maximum smarts and minimum \$\$\$\$

Tuesdays and Thursdays, July 24-August 9
6-8:30 p.m. ♦ \$62

ONGOING RESOURCES

Free Handbook ♦ Call for your free copy of *How to Do Business with King County*. 206-684-1330.

Free Tax & Business Counseling

INTERNAL REVENUE SERVICE

Free one-on-one business tax counseling for small business owners.

2nd and 4th Thursdays ♦ 9 a.m.-3 p.m., by appointment
SBA Business Information Center
1200 Sixth Ave., Suite 1700
206-553-7312

2nd Mondays, 9 a.m.-3 p.m. ♦ by appointment
Tacoma Business Assistance Center
1101 Pacific Avenue / Key Bank Building
253-274-1288

The IRS and SCORE also provide federal tax counseling for small business owners at the Bellevue, Bothell, Federal Way and Kent Regional Libraries. Call 425-468-6026 for more information.

SBA Business Information Center

1200 Sixth Avenue (Sixth and University), Suite 1700.

2nd and 4th Thursdays, noon-1 p.m.

A question and answer session about the SBA Loan Guaranty programs.

Monday-Friday, 9 a.m.-3 p.m., by appointment
Free one-on-one business counseling with SCORE.

Child Care Resources (CCR)

Child care training and job placement for current and former welfare recipients. For more information, call 253-852-1908 x213.

“Welfare to Work” Initiative

If you're looking for qualified employees, consider the U.S. Small Business Administration's Welfare to Work program. It enables workers to take pride in good jobs that allow them to support their families, while your business benefits from financial incentives to hire welfare recipients:

- ★ Work Opportunity Tax Credit. up to \$2,400 for each certified, eligible worker hired.
- ★ Welfare-to-work Tax Credit. maximum credit of \$3,500 per eligible employee after the first year and \$5,000 after the second year.
- ★ On-the-Job-Training. reimbursement for up to 50% of wages during a formal OJT approved by Washington Employment Security.

To learn more, contact Carol Andersen at the Seattle SBA office at 206-553-7315 or carol.andersen@sba.gov, or check out the SBA Web Site at www.sba.gov/welfare.

USDOT Web Site and FAX Services

Services offered through the USDOT Office of Small and Disadvantaged Business Utilization are listed on osdbuweb.dot.gov/sitemap.html. USDOT's fax-on-demand service provides detailed forecasts of direct procurements. Call 1-800-532-1169.

Pro-Net

PRO-Net is the U.S. Small Business Administration's Procurement Marketing & Access Network, an on-line, interactive, electronic gateway of procurement information. PRO-Net makes small business profiles available to federal, state, and local government contracting officers, as well as to private-sector businesses looking for contractors, subcontractors, teaming arrangements or partnerships. PRO-Net provides a link to procurement opportunities for small businesses, a search capability for identifying registered firms for future solicitations, and an Internet connection with world wide web and e-mail capabilities. Registration is open to all small firms, and there is no cost to register or use the system. Visit <http://pronet.sba.gov>.

Planning an Event?

If you are planning a conference or other event geared toward small businesses, avoid a conflict by checking the regional M/WBE calendar. Call King County Contract Compliance Specialist, Rita Lee, at 206-263-4592.

For more information

Published by King County's Business Development and Contract Compliance Division, M.S. EXC-FI-0355, 821 Second Ave., Seattle, WA 98104-1598. Telephone (206) 684-1330; Fax (206) 263-4597.

We invite your comments, story ideas and suggestions for improving this publication. Write or call Manager Phyllis Alleyne or send your e-mail to phyllis.alleyne@metrokc.gov.

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If you do not know which of the above compliance specialists focuses on your type of contract, call 684-1330 for referral.

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County specialty registration

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Paula Wilz (206) 684-6775
Transit maintenance vendor list, Donna Tinner (206) 684-2552
Small public-works roster/professional
and construction hotline (206) 684-1270
Vendor bidders' list/goods and nonprofessional/
consulting hotline (206) 263-3153
Online www.metrokc.gov/oppis/bidsprop.htm

State Office of Minority and Women's Business Enterprises

By telephone (360) 753-9693
By fax (360) 586-7079
By mail P.O. Box 41160, Olympia, WA 98504-1160
State online directory www.wsdot.wa.gov/omwbe/

County specialty information

Purchasing M/WBE liaison (206) 684-1330
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Visit our website: www.metrokc.gov/finance/focus

BDCC Website: <http://financeweb/bdcc/home.htm>

King County is an equal employment opportunity employer.

THE FOCUS

Summer 2001

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